Medical Protective

a Berkshire Hathaway company

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HANDCUFFING YOU TO A PLAN ISN'T LOYALTY. IT'S CAPTIVITY.

At MedPro, we earn your loyalty by acting every year in your best interest -no handcuffs needed.

MedPro doesn't have a loyalty program at retirement for a very simple reason: we don't believe it's in your best interest. And, acting in the best interests of our insured healthcare providers is behind every decision we make.

For loyalty to actually mean something, you have to have the freedom to choose what is best for you. That's why MedPro doesn't handcuff you today to a promise of rewards tomorrow.

Hidden Caveats. Retirement loyalty programs may sound great, but take a closer look and you may find a list of caveats, including:

- The company's right to terminate the program altogether
- Board approval preceding all payouts
- Forcing you to stay with the coverage until retirement
- Age restrictions on retirement, and payouts only after retirement
- Employment change restrictions
- Taxable income when the award is paid out

And, most significantly, neither the ultimate award nor any annual funding is typically guaranteed. In fact, the future of the entire program may not be guaranteed in any way.

Take the MedPro loyalty challenge, and see why we believe MedPro gives you the best the malpractice industry has to offer, at a price that keeps our customers loyal. Real loyalty, something we earn every day.

Why MedPro Doesn't Offer a Retirement Loyalty Program

Medmal carrier should earn your loyalty—not force it.
MedPro believes that each year you should receive any and all premium credits that you've earned, rather than making you wait possibly years or decades for money that may never come. We will reward your good practice of medicine by giving you the premium credits you deserve today.

In contrast, many retirement loyalty programs diminish your independence and choice, and may cost you more money today. These programs oftentimes force customers to stay with their carrier until retirement before receiving a payout, while the carrier can reserve the right to change the program, or other elements of their coverage, based on its own financial interest and/or performance. The promise of an award you may never receive restricts your power of choice at every renewal. In other words, the closer you draw to the promised payout, the less leverage you have as a consumer. That's not loyalty. That's captivity.

Evaluating Loyalty Programs

The truth is, retirement loyalty programs aren't usually guaranteed. Here are a few things to look for in the fine print:

- An annual board decision required to continue funding the loyalty program. This type of clause generally means the carrier has an annual scheduled meeting, or takes action annually, to decide whether to continue their loyalty program.

- Funding is contingent on the company's financial health. This clause typically gives the carrier the right to end the program if the company has any financial struggles.

- If you are non-renewed for any reason you are disqualified from participation. This clause indicates that if your policy is not renewed by the company for any reason, benefits—up to and including the entire loyalty benefit--may be forfeited.

- Board must approve every payout at retirement. Once you have fulfilled your obligations and are ready to retire, this clause may require a board meeting or other board action to decide whether or not the company will fulfill its obligation to make a payout.

- Retirement restrictions. Some loyalty programs restrict payments by requiring you to be insured by the company for a specified number of years before retirement, and/or being of a certain age (usually 55) before retirement. Some programs may even require repayment of the benefits paid if you decide to exit retirement and return to work.

- No breaks in coverage. Generally, loyalty programs do not take into consideration routine absences from the practice of medicine for reasons such as maternity leave, a medical mission trip, medical leave or other extenuating circumstances. Some loyalty programs may even terminate your right to benefits in these circumstances, thus requiring you to compromise your decision to take extended time away from your practice in order to remain eligible for the program.

- Remaining with the medical group that is insured by the carrier that offers the loyalty program. If your practice is purchased, or if you join a new employer or group, your new practice may have coverage through an insurer other than your existing carrier. This could cause a termination of your loyalty program benefits because your prior carrier's loyalty program may not allow for such changes in practice.

- No interest accrued on loyalty balances. Your other investments will accumulate interest between now and retirement. Generally, loyalty programs do not accumulate, or pay out, interest on the money accrued in a loyalty account.

- 1099-MISC form – you'll likely receive one at retirement when the loyalty award is paid out because loyalty programs are typically considered taxable income.

Before you get handcuffed to a plan, talk to MedPro and discover what loyalty really looks like.